

# About

EnTrust Realty Advisors is a commercial real estate transaction advisory firm. We redefine investment and leasing services by providing a thoughtful approach to your real estate needs with straightforward expertise and attentive, personal care.

## Our Story

In 2002, an environment characterized by the Arthur Andersen accounting firm debacle, the Enron scandal, the dot-com bubble and the echoes of 9/11, EnTrust was founded to serve both investors and tenants with a unique synthesis of institutional discipline, honesty, creativity and entrepreneurial energy.

Over the past 16 years, we have become one of the nation's premier minority-owned real estate firms. Having long serviced the institutional marketplace, analyzing thousands of leases and hundreds of buildings, we have an intimate grasp of the way building owners think and the way real estate capital works.

## Our Principles

EnTrust's success is attributed to the three principles upon which it is founded: **Integrity, Relationships, and Results**. We are committed to being honest, ethical and transparent; representing your best interest at all times. Our team values building lasting relationships with investors, tenants and the brokerage community through consistent care rather than one-off transactions. Excellence in execution and timely solutions define our attention to producing results.

*"We had a phenomenal experience working with the EnTrust team. They were attentive to our needs, very responsive, and we always felt like they had our firm's best interest in mind."*

Irene Davis  
Chief Financial Officer, Mitchell & Titus

# Experience

Since our inception we have completed more than \$1.5 billion in investment property sales and lease transactions, encompassing 9.5 million square feet.

## Our Clients

We represent both blue-chip and entrepreneurial investors and tenants and have successfully represented, or completed assignments with institutional investors, REITS, developers, private equity funds, foreign capital groups, private investors, universities, non-profits, growth start-ups, MBEs/WBEs and financial services firms nationwide. Our billion-dollar resume is a testament to our work ethic. We have worked with clients in 18 states, reviewing hundreds of buildings and thousands of leases to deliver winning results.

## Our Expertise

We take pride in providing a thoughtful approach and personal touch to our client's needs, while still producing world-class results. With over 40 years of commercial real estate experience, our team is highly capable of providing creative solutions to any real estate need. While our capacity to solve almost any real estate need is vast, our expertise lies with providing investment property sales and tenant advisory services.

*“EnTrust has done an exceptional job handling investment transactions for our national portfolio over the past 15-years. The level of personal attention to each assignment sets them apart in having very senior talent focused on our real estate needs. They have always acted in our best interest and have in essence become an extension of our team. I highly recommend them.”*

Michael Alter  
President, The Alter Group

# Services

At EnTrust, we help our clients sell, acquire, lease and capitalize their commercial real estate office, medical and industrial properties through our Investor and Tenant Advisory services.

## Investor Advisory

Offering our clients the services they need to maximize returns. We help investors sell, acquire and capitalize on commercial real estate by providing the following services:

- Identifying the ideal investor for property dispositions
- Locating and underwriting potential property acquisitions
- Determining the appropriate investment strategy for your project
- Negotiating ground leases, vertical subdivisions and reciprocal easements
- Negotiating development and operating agreements
- Engineering the optimal transaction structure
- Selecting and negotiating the right joint-venture relationship
- Procuring project-level financing (acquisition, development, bridge, permanent, mezzanine)

## Tenant Advisory

Providing a straight-forward approach with a sophisticated expertise in finding the best space for our clients to improve the efficiency, profitability and image of their organization. Our tenant advisory capabilities encompass the following:

- Lease renewals
- Facility relocation
- Space expansion & consolidation
- Sublease transactions
- Financial and market analysis
- Site selection
- Workspace design\*
- Project management\*
- Construction consulting\*
- Build-to-suit turnkey development\*
- Property/Facility management\*

\*Provided with our service partners.

# Relationships

We represent both blue-chip and entrepreneurial investors and tenants and we serve each one with the same fidelity and attentiveness.

## Investors

- Alter Group, The
- American Realty Capital
- Blue Star Properties
- Calamos Real Estate
- CalSTRS
- Capri Capital Partners
- Centerpoint Properties
- Crown Properties
- Cyrus One
- DRA Advisors
- Dupage Properties Venture
- Equity Inc.
- Equus Capital Partners
- GLL RE Partners
- Harrison Street
- Heitman
- Hines
- IL State Teachers Retirement
- Illinois Medical District
- Inland Private Capital
- John Buck Company, The
- Lexington Realty Trust
- Lincoln Harris
- Pancor
- Principal Global Investors
- RREEF
- Rubenstein Company
- Sentinel Real Estate
- Sterling Bay
- Urban Innovations
- Washington Capital Mgmt
- Westfield
- Westminster Funds
- Zeller Realty Group

## Tenants

- Allstate
- AT Still University
- Business Leadership Council
- Chgo Public Education Fund
- Climate Corporation, The
- DeAmerteck Corp
- DHJJ
- Digital Bridge Solutions
- Dynatest Consulting
- Fifth Century Partners LP
- Florida Zephyrhills Hospital
- Gamaliel
- Global Manufacturing Corp
- Illinois Bone & Joint
- Kairos Consulting
- Lambent Risk Management
- LEAP Innovations
- Mariner Wealth Advisors
- Mitchell Titus LLP
- Northwestern Mutual
- Paragon Marketing
- Parker Gale
- Personify
- Purpose Workforce
- Rise Garden, Inc.
- Robert Morris University
- Rush-Copley Medical Group
- SET Environmental
- Stowell & Friedman
- Superior Ambulance
- University of Chicago
- Urban GIS
- W Promote

# Contact

## Locations:

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## General Inquiries

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## A Certified Minority Business Enterprise



Illinois Department of Central Management Services

**CMS**

**Business Enterprise  
Program**

Licensed Real Estate Broker IL, WI, IA, NY & GA

